

## Message Text

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ACTION ARA-14

INFO OCT-01 ISO-00 FBOE-00 A-01 /016 W  
-----127002 211429Z /43  
R 202130Z JUL 78  
FM AMCONSUL GUAYAQUIL  
TO SECSTATE WASHDC 6287  
INFO AMEMBASSY QUITO

UNCLAS GUAYAQUIL 1316

FOR MGT/ARA (AMB R. GONZALES

FBO/ARA (MR. L. PRUITT)

E.O. 11652: NA  
TAGS: AMGT, ABLD  
SUBJ: CONSULATE GENERAL PROPERTY EXCHANGE - GUAYAQUIL

REF: (A) PRUITT TRIP REPORT, GUAYAQUIL, JUNE 9, 1978

(B) CHALELA PROPOSALS JUNE 15, 1978

(C) SPACE PROGRAM FOR GUAYAQUIL OFFICE BUILDING MAY 24, 1977

1. GUAYAQUIL DEVELOPER, CHALELA, SUBMITTED TWO PROPOSALS (REF B) IN EXCHANGE FOR OUR PRESENT CONGEN OFFICE BUILDING, INCLUDING STAFF N APTS, PLUS PARKING LOT.

2. BOTH PROPOSALS ARE LOCATED AT THE EXCELLENT SITE NO. 7 (REF A) IN URDESA; HOWEVER, BOTH PRESENT A COST OVERRUN AND THUS YIELD NO EVEN SWAP.

3. ALTERNATIVE # 1 - U.S. GOVT RECEIVES:

A. NEW OFFICE BUILDING INCLUDING 3000 SQ. MT. ON THREE FLOORS. GUAYAQUIL FIRST CLASS QUALITY CONSTRUCTION BUT TURNKEY EXCLUDES LIGHTING  
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FIXTURES BUT INCLUDES CENTRAL A/C.

B. POOL - 20 X 40 FEET

C. LAND - 3490 SQ. MT. TOTAL

D. PARKING - 20 SPACES

& PROBLEM - COST OVERRUN \$70,000 DOLLARS

4. ALTERNATIVE #2 -U.S. GOVT RECEIVES:

A. NEW OFFICE BUILDING SAME AS ALT. #1 (NOTE REF: C CALLED FOR OFFICE SPACE PROGRAM OF 3097 SQ.MT.)

B. POOL - 20 X 40 FEET

C. LAND - 4211 SQ. MT. TOTAL

D. PARKING - 20 SPACES

E. STAFF HOUSING - ONE OLD DUPLEX HOUSE FOR TWO FAMILIES NOW SITS ON THE EXTRA 721 SQ. MT.

& PROBLEM - COST OVERRUN \$210,000 DOLLARS

5. PROPOSED MINIMUM NEEDS OF NEW CONGEN OFFICE COMPLEX PER FBO SURVEY TEAM VISIT MAY 11-19, 1978 TO GUAYAQUIL.

A. SPACE PROGRAM CG OFFICE - 3,000 SQ. MT.

B. THREE FLOORS, EACH 1,000 SQ. MT. WITH NO ELEVATOR.

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C. LAND -OFFICE, PARKING AND SECURITY - 4000 SQ. MT.

D. REACTION - POOL - 1,000 SQ. MT.

E. TURNKEY PROJECT INCLUDING CENTRAL A/C, LIGHTING FIXTURES WITH ALL CONSTRUCTION FIRST CLASS QUALITY.

6. CONSULATE GENERAL PROPOSED A COUNTER OFFER (ALTERNATIVE #3) TO CHALELA WHICH WAS ACCEPTED VERBALLY. THIS PROPOSAL IS A "TRUE SWAP" WITH ZERO OVERRUN COSTS; HOWEVER IT HAS AN ADDITIONAL SEPARATE STAFF HOUSING PROPOSAL WHICH MUST BE JOINTLY SIGNED AND ACCEPTED.

7. THE HIGHLIGHTS OF ALTERNATIVE #3 ARE SUMMARIZED NEXT EVEN THOUGH CHALELA WON'T PRESENT US WITH A WRITTEN PROPOSAL UNTIL AUGUST 1, 1978

A. "OFFICE SWAP" (EXCHANGE) PROPOSAL:

-U.S. GOVT GIVES EXISTING CG OFFICE, NINE STAFF APTS. AND PARKING GARAGE.

- U.S. GOVT RECEIVES:

- (1) NEW 3000 SQ. MT. CG OFFICE BUILDING ON THREE FLOORS WITH NO ELEVATOR
- (2) POOL - 20 X 40 FEET
- (3) PARKING - 20 SPACES
- (4) LAND - 3000 SQ. MT.
- (5) TURNKEY - ALL FIRST CLASS QUALITY CONSTRUCTION INCLUDING CENTRAL A/C PLUS LIGHTING FIXTURES.

B. "STAFF HOUSING" PROPOSAL:

- U.S. GOVT. PAYS MONEY (AMOUNT UNKNOWN UNTIL CHALELA AUG 1 PROPOSAL ARRIVES). PAGE 4 OF REF A "ENCOURAGES ENGINEER CHALELA TO SUBMIT A STAFF HOUSING PROPOSAL ON THE SAME SITE AS THE SWAP PROJECT BUT AS A SEPARATE ITEM". FBO HAS MONEY OBLIGATED IN FY 79  
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FOR THREE GUAYAQUIL INDIVIDUAL STAFF RESIDENCES... PLUS THREE MORE RESIDENCES IN FY 80.

- U.S. GOVT. RECEIVES:

- (1) STAFF APARTMENT BUILDING ON THREE FLOORS. BOTTOM FLOOR PARKING FOR FIVE CARS PLUS UTILITIES AND STORAGE. TOP TWO FLOORS EACH HAVE FOUR APTS - TWO WITH 2 BR AND TWO WITH 1 BR. THUS TOTAL OF 8 APTS. FOUR WITH 2 BR AND FOUR WITH 1 BR BUT ALL INTERCONNECTING FOR FLEXIBILITY.
- (2) PARKING - 3 SPACES OUTSIDE.
- (3) LAND - 1211 SQ. MT. (OLD DUPLEX RESIDENCE TO BE DEMOLISHED).
- (4) FEES - TOTAL FEES (TITLE, TAXES, LAWYER, ETC.) WILL BE INCLUDED FOR BOTH SWAP AND STAFF HOUSING PROPOSALS IN THIS STAFF HOUSING PROPOSAL
- (5) SECURITY- BOTH PROPOSALS GIVE REQUIRED SECURITY LAND SPACE SINCE THE LAND IS ADJACENT AND WILL BE BOUGHT BY MR. CHALELA FROM ONE OWNER.
- (5) ACCESS- THE STAFF APARTMENTS HAVE ACCESS FROM A DIFFERENT STREET THAN THE OFFICE BUILDING ENTRANCE.

8. SUMMARY

A. IF THE TWO PROPOSALS (POINT #7) ARE EVENTUALLY AGREED UPON-AS ONE PACKAGE-MR. CHALELA WOULD SIGN TWO SEPARATE PRELIMINARY AGREEMENTS NO LATER THAN OCT. 15, 1978. BOTH CONTRACTS WOULD STATE "THAT THEY ARE LEGALLY VALID ONLY ON THE CONDITION THAT THE OTHER IS SIGNED AND THUS ACCEPTED THE SAME DAY.

B. AFTER OCT. 15, 1978, BOTH MR. ENGR. CHALELA'S LAND OPTION ENDS PLUS HIS "COSTS" WOULD BE INCREASED.

C. ESTIMATED TIME TABLE BY CHALELA IF OCT. AGREEMENTS SIGNED:  
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JAN'79- BEGIN CONSTRUCTION

JULY'80 - COMPLETE BOTH PROJECTS

9. PLEASE CONSULT WITH FBO/MR. PRUITT REGARDING FEASIBILITY OF  
ABOVE LOCAL DISCUSSIONS WITH ENGINEER CHALELA SHOULD TIME PERMIT.  
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## Message Attributes

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Sheryl P. Walter  
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